



Pharmacy Benefit: Trends and Care Management Strategies

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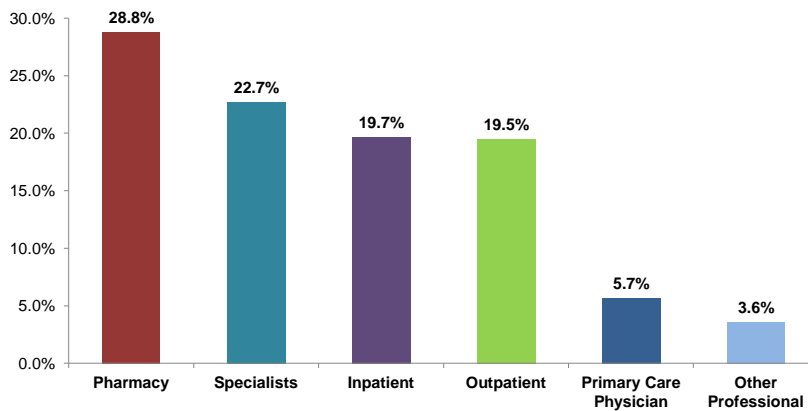
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Pharmacy Spending in Context



- Spending on prescription drugs has become the largest share of the CareFirst medical dollar (including spending in the Pharmacy and Medical portion of CareFirst benefit plans)



Medical spending is based on 2014 CareFirst Book of Business. The Pharmacy % is adjusted to represent typical spend for members with CareFirst's pharmacy benefit. PROPRIETARY AND CONFIDENTIAL

CareFirst's Pharmacy Spending Trends



Total Outpatient Prescription Spending Increase**	14.9%
Total Increase in Scripts	2.9%
Total Increase Specialty Drug Spend	39.1%
Total Increase Non-Specialty Drug Spend	4.6%

Specialty medications account for 1% of all CareFirst Members' outpatient prescriptions but represent 36% of total drug spending

**Q1-Q3 2014 vs. Q1-Q3 2015

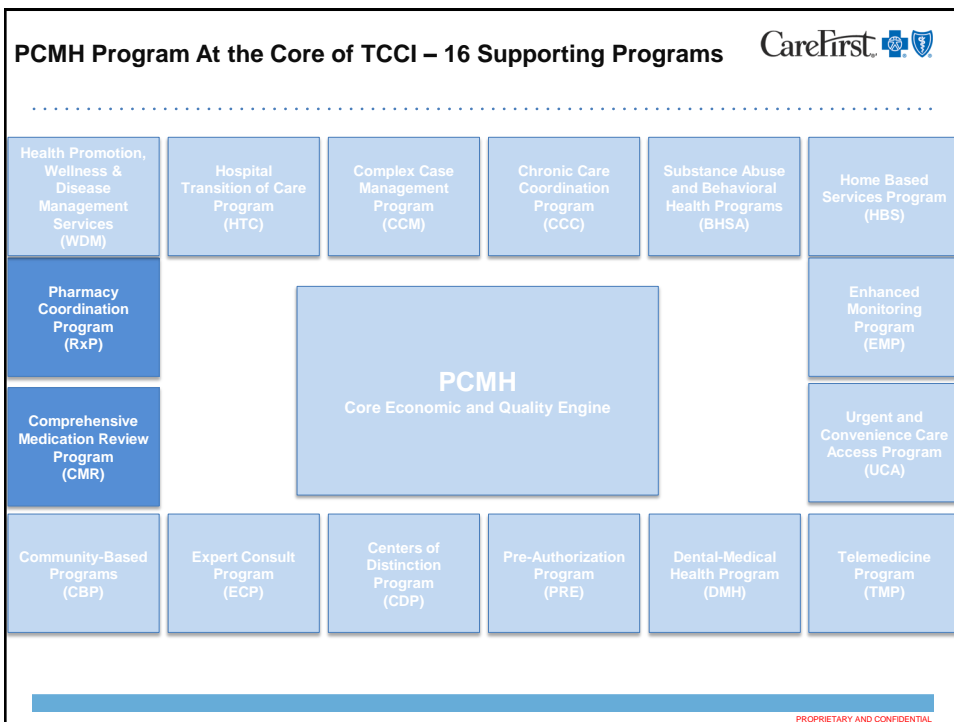
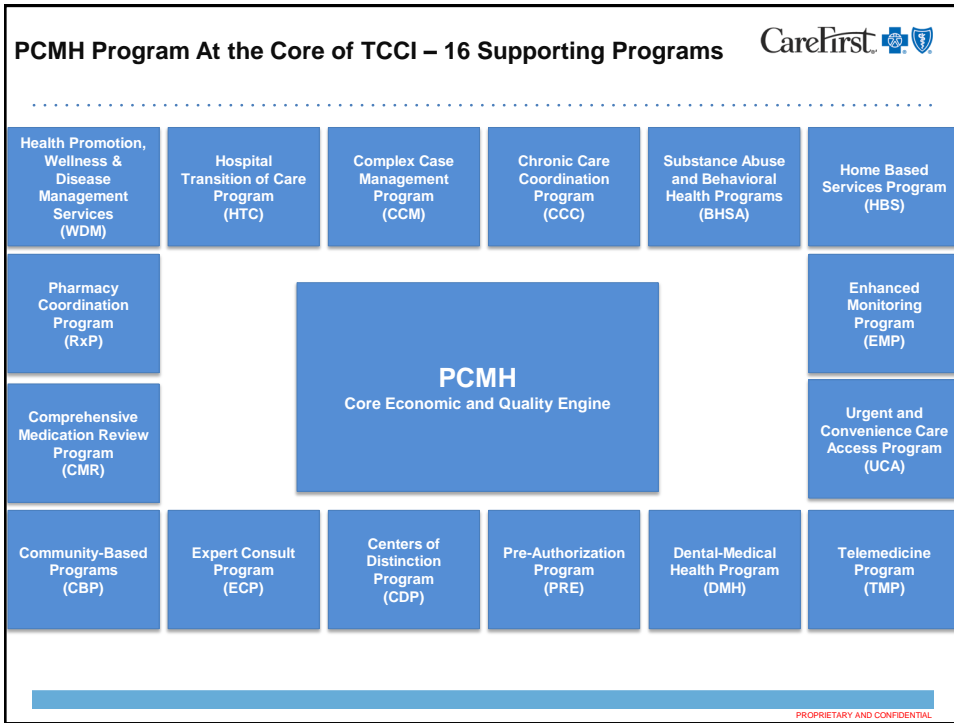
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Pharmacy Management Strategies



1. Secure best possible pricing
2. Integrate pharmacy into Patient-Centered Medical Home to help physician and Member determine:
 - What drugs should the Member be on
 - How to improve adherence
 - How to reduce instability
3. Extend outpatient retail strategies to medical-benefit drugs

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Pharmacy Management Strategies

- **Pharmacy Coordination Program**

- Members taking high-cost specialty medications will be offered a dedicated pharmacy case manager to help Member with the treatment
- Service includes:
 - Connection six times during first 12 weeks of treatment; periodic follow-ups thereafter
 - Enhanced training coordination;
 - Medication and dosing appropriateness determination;
 - Education on adherence and side effects
 - Drug-to-drug interactions review
 - Refill reminders
 - 24/7 access to specialty pharmacist

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Pharmacy Management Strategies

- **Comprehensive Medication Review Program**

- Answers: “What medications should the Member be on?”
- Program reviews and mitigates issues for Members with multiple medications
 1. Poor compliance and confusion;
 2. Duplicative prescribing patterns;
 3. Dangerous drug-to-drug interactions;
 4. Adverse side effects
 5. Compounding effects of using medication to treat the effects of other medications

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